



Plot No. 2, Knowledge Park-III, Greater Noida (U.P.) – 201306

POST GRADUATE DIPLOMA IN MANAGEMENT (2018-20)

MID TERM EXAMINATIONS (TERM - II)

Subject Name **Teams and Emotional Intelligence**

Time: **01.30 hrs**

Sub. Code **PG 15**

Max Marks: **20**

Note:

1. Writing anything except Roll Number on question paper will be deemed as an act of indulging in unfair means and action shall be taken as per rules.

2. All questions are compulsory in Section A, B & C. Section A has 08 marks Case Study which carries two questions of 04 marks each. Section B carries 3 questions of 2 marks each and Section C carries 2 questions of 3 marks each

SECTION - A

04+04 = 08 Marks

Q. 1: Case Study:

(i) Frank Carbone began his career as a manufacturing engineer, later founding an entrepreneurial venture in engineering design and manufacture called Aerobotics. Carbone was Aerobotics' only employee for a couple of years after beginning the business, doing less than \$200,000 annually. Carbone had a team of five employees doing \$500,000 in business. The growth curve steepened, and after 5 years, when parts prototyping and machine tooling were added to the business, there were 75 people doing \$10 million in business. Aerobotics was a 130 person company with \$15 million in business after 7 years. While the big aerospace companies have consolidated and focused on core competencies, Carbone has welded a team of industry experts from diverse disciplines who focus on the aerospace industry leaders non core competencies. Aerobotics' work span prototyping, tooling, engineering, design, structural engineering, and production. Now located on a 38 acre technology campus, Aerobotics' has a 70,000 square foot production facility, a 40,000 square foot engineering and prototyping facility, and acquired \$40 million in aerospace equipment. The company's growth is fuelled by new product, new business development and through acquisitions. The company's growth is sustained by the high quality of its diverse workforce. For example one of the programs is the U.S. Air Force F-22 next generation fighter aircraft, for which Aerobotics is doing \$25 million in tooling and prototype composites.

Another major program is producing prototype parts for the X-33 single stage to orbit replacement for the Space Shuttle. In addition, Aerobotics does production work for several commercial aircraft. Carbon emphasizes "we" at Aerobotics and discourages interdepartmental rivalries, conflicts, and responsibility shifting.

- i) Elaborate the two driving forces displayed in the case study for an ideal team development.
- ii) Discuss the potential and scope of diverse talent present in the team in the above case study.

SECTION - B

02×03 = 06 Marks

Q. 2: Discuss applications of ego states of Transactional Analysis at workplace with examples of crossed and ulterior transactions between a subordinate and a supervisor in a sales team of HDFC bank

Q. 3: "Business is all about teams and building talent in organization." Assume in your Summer Internship interview you are asked to prove the statement by describing a situation where you experienced the significance of synergistic cooperation in a team.

Q. 4: Describe the relevance of Life Positions in terms of Ok - Not Ok matrix with appropriate real life examples.

SECTION - C

03×02 = 06 Marks

Q. 5. You have been selected as a student coordinator for promotion team of “Sankalp” event to be held in your institute. List your key strengths and describe how these may contribute to attract maximum number of participants. Justify your answer with real life examples.

Q. 6. During your summer internship your organisation appoints you as a member of a survey team, discuss your strategy and five traits to become informal leader of that team. Strengthen your answer by describing instances where you displayed leadership skills.